

# FLEET GROWTH CREDIT

For bus and transport operators, asset financiers, banks and vehicle dealers

STAGE

IN DEVELOPMENT

PILOT IN DESIGN

PILOT RUNNING

LIVE

## WHERE THIS STANDS

**In development** with a bus booking and payments platform. First operator data has been reviewed. Settlement and ownership records come next, then a first lender cohort.

**Introductions that would help:** asset financiers, banks and dealers open to earnings-linked repayment for a first operator cohort.

## Finance the next bus on the booking record, with repayments that move with the season.

Lenders see a thin file and set a fixed instalment. With the operator's consent, we build the credit case from their own booking and payout history, and set repayments that follow how the money comes in.

### WHAT YOU DEAL WITH TODAY

- Ticket sales peak in the holidays and fall in between. Fixed instalments break in the low months.
- Lenders cannot see real revenue, so they ask for a land title or say no.
- Vehicle finance that ignored falling earnings ended in defaults and repossessions.

### WHAT YOU GET

- A credit view of each operator: bookings, seat fill, routes, payouts and repayment record
- A grade and a financing amount the operator's record can carry
- A repayment schedule tied to booking payouts, with a weekly floor
- Collection at source from payouts, where the platform and operator agree
- Weekly monitoring of seat fill and payouts, with early warning to the lender

### Fixed instalment against earnings-linked repayment

Six buses. Weekly payouts average KES 900,000, fall to KES 600,000 in the low season and rise to KES 1.5 million in December.

| WEEKLY REPAYMENT                    | AVERAGE        | LOW            | DECEMBER       |
|-------------------------------------|----------------|----------------|----------------|
| Fixed instalment                    | 180,000        | 180,000        | 180,000        |
| Share of payout                     | 20%            | 30%            | 12%            |
| <b>20% of payout, 120,000 floor</b> | <b>180,000</b> | <b>120,000</b> | <b>300,000</b> |

KES. The lender collects the same money across the year, and the operator does not fall behind in March. Illustration.

### WHO DOES WHAT

| BOOKING PLATFORM                            | VALR CAPITAL                               | LENDER OR DEALER                         |
|---------------------------------------------|--------------------------------------------|------------------------------------------|
| Shares operator data with consent           | Grades the operator and sizes the facility | Funds the vehicle and holds the security |
| Deducts repayment from payouts where agreed | Sets the earnings-linked schedule          | Sets pricing inside its own policy       |
| Keeps the operator relationship             | Monitors, flags early, restructures first  | Takes the credit risk it agrees to       |

## Lenders and dealers: talk to us about a first operator cohort.

Every programme starts with a back-test on the platform's operator history, so you see how the book would have performed before you fund it.

support@valrcapital.co · +254 717 614 262 · valrcapital.co · 10th Floor, ABC Place, Waiyaki Way, Nairobi